Random House, Inc.

In Account With: Point Foundation | Title Code # 73951-5

Sales Period: 4/1/81 - 6/30/81 | Pub. Date: 10/80

Title: "THE NEXT WHOLE EARTH CATALOG"

	Current Sales Period 4/1/81 - 6/30/81 Copies	Amount	Year To Date 1/1/81 - 6/30/81 Copies	Amount	Inception To Date 10/1/80 - 6/30/81 Copies	Amount
Gross Sales						
Trade	48157	$ 35038405	109668	$ 79528663	243889	$ 167337876
Foreign	6055	3549666	7928	4696926	12485	7391365
Canada	1300	709800	1300	709800	8050	3831675
Total Gross Sales	55512	$ 39297871	118896	$ 84935389	264424	$ 178560916
Returns	⟨3264⟩	⟨2117828⟩	⟨4052⟩	⟨2630584⟩	⟨4630⟩	⟨3018780⟩
Net Sales	52248	$ 37180043	114844	$ 82304805	259794	$ 175542136
Reserve for Returns - 10% of Gross Sales		$ ⟨3929787⟩		$ ⟨8493539⟩		⟨17856092⟩
RESERVE FOR RETURNS - ADJUSTMENT		4563752		13926305		13926305
ADJUSTED NET SALES		$ 37814008		$ 87737571		$ 171612349
Deduction Per Contract						
P.P.B (Schedule)		$ ⟨29249640⟩		$ ⟨53694354⟩		$ ⟨103730252⟩
Handling Charges - 75¢ @ Copy on 38515		-		⟨2501625⟩		⟨2888625⟩
Interest Expenses (Previous Statement)		-		⟨538671⟩		⟨936216⟩
Interest on $292,496.40 @ 21% for 41 Days		⟨689989⟩		⟨689989⟩		⟨689989⟩
Distribution Fee - 22½% of Gross sales		⟨8448271⟩		⟨18716713⟩		⟨39782457⟩
DISTR. FEE - 25% of Kephart Comm. Sales		⟨437500⟩		⟨437500⟩		⟨437500⟩
Advertising (Publicity)		-		-		⟨98396⟩
Freight		-		-		⟨159165⟩
Total Expenses		$ ⟨38825400⟩		$ ⟨76578852⟩		$ ⟨1487226[illegible]⟩
Profit - (Loss) From Operations		⟨1011392⟩		11158719		22889749
Rights Revenue		114675		286975		286975
Less: Prior Payments		-		⟨1234411⟩		⟨[illegible]⟩
[illegible]		$ ⟨896717⟩		$ ⟨[illegible]⟩		$ ⟨[illegible]⟩

Prepared by Co-Pub & Agency Accounting 8/12/81

180 MADE IN U.S.A. MADE IN U.S.A.

[illegible], Inc

In Account With: Point Foundation — Title Code # 73951-5

Sales Period: 4/1/81 - 6/30/81 — Pub. Date: 10/80

Title. "THE NEXT WHOLE EARTH CATALOG"

	Current Sales Period 4/1/81 - 6/30/81 Copies	Current Sales Period 4/1/81 - 6/30/81 Amount	Year To Date 1/1/81 - 6/30/81 Copies	Year To Date 1/1/81 - 6/30/81 Amount
Gross Sales				
Trade	48157	$ 350384.05	109668	$ 795286.63
Foreign	6055	35496.66	7928	46969.26
Canada	1300	7098.00	1300	7098.00
Total Gross Sales	55512	$ 392978.71	118896	$ 849353.89
Returns	‹3264›	‹21178.28›	‹4052›	‹26305.84›
Net Sales	52248	$ 371800.43	114844	$ 823048.05
Reserve for Returns - 10% of Gross Sales		$ ‹39297.87›		$ ‹84935.39›
RESERVE FOR RETURNS - ADJUSTMENT		45637.52		139263.05
ADJUSTED NET SALES		$ 378140.08		$ 877375.71
Deduction Per Contract				
P.P.B (Schedule)		$ ‹292496.40›		$ ‹536943.54›
Handling Charges - 75¢ @ Copy on 33,555		-		‹25016.25›
Interest Expenses (Previous Statement)		-		‹5386.71›
Interest on $292,496.40 @21% for 41 Days		‹6899.89›		‹6899.89›
Distribution Fee - 22½% of Gross sales		‹84482.71›		‹187167.13›
Royalty - 25% of Kephart Comm. Sales		‹4375.00›		‹4375.00›
Total Expenses		$ ‹388254.00›		‹765788.52›
Profit (Loss) From Operations		$ ‹10113.92›		$ 111587.19
Rights Revenue		1146.75		2869.75
Less: Previous Payments		-		‹123424.11›
Amount Due Point Foundation		$ ‹8967.17›		$ ‹8967.17›

Prepared by Contract & Agency Accounting 8/12/81

Random House, Inc.

"The Next Whole Earth Catalog"
Sales Discount Schedule
Period Ending - 6/30/81

	Retail Price	Discount	Net selling Price	Total Sales
Gross Sales				
Trade: 48,157 Copies	$ 14.00	$ 6.72	$ 7.28	$ 35038405
Foreign: 7,355 Copies	$ 14.00	8.21	5.79	4259466
Total 55,512 Copies				$ 39297871

Random House, Inc.

Point Foundation
Rights Income Schedule
"The Next Whole Earth Catalog"

	Total	Random House	Point Foundation
BOMC	$ 200 00	$ 100 00	$ 100 00
BOMC	2093 50	1046 75	1046 75
Total	$ 2293 50	1146 75	1146 75

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PAT APPL F.

THE NEXT WHOLE EARTH CATALOG
P.P.B AND OTHER COSTS

TITLE # 73951-5
74819

J/E OR YR #	COST DESCRIPTION/VENDOR	PRINTING #1 $	PRINTING #2 $	PRINTING #3 $	PRINTING #4 $	TOTAL $
	Previous Statement (Attached)					
	Paper Usage/Rand McNally	229193.11	92300.27	109319.64	—	430813.0
	Manufact. Costs/Various	152974.87	54449.00	—	—	207423.8
	Current statement					
1-04-8492	Paper Usage/Rand McNally				184720.45	184720.4
1-02-56366	MFG. Costs/Althocrome			18310.00		18310.0
1-02-56615	MFG Costs/Rand McNally		12280.86	51009.00		63289.8
1-03-31902	Freight/Alithocrome			444.19		444.19
1-03-57111	MFG. Costs/Rand McNally			13401.73		13401.7
57679	" "			1073.00		1073.0
1-04-32492	MFG Costs/Alithocrome			1704.42		1704.4
33056	"				739.40	739.4
32425	"		1028.37		1011.04	2039.41
32506	Freight/R. McNally		72.74			72.74
1-05-34732	Rand McNally/Freight				22.29	22.29
35468	MFG Costs				112457.14	112457.14
36731	" "				791.00	791.00
	Total Costs To Date	$382167.98	$160131.24	$195261.98	$299741.32	$1037302.52
	Deductions As of 3/31/81	(382167.98)	(160131.24)	(195261.98)	(7244.92)	(744806.12)
	Balance To Be Deducted	—	—	—	$292496.40	$292496.40

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... Foundation Co.:

Schedule of P.P.E. - Jan - June 1981
for Interest Charges

Months	Amount
January	$ -0-
February	8159986
March	1491892
April	455597
May	2229
June 1981	1132814
Sub-Total →	21434518
Paper Usage	18472045
Total Costs - 6/30/81	39906563
Less: Estimated charges 3/31/81	<10656923>
Balance	$ 29249640

Interest Days - 5/20 - 6/30/81 = 41 Days
Interest @ 20% + 1% for 41 Days = $ 689989

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Point Foundation .

Title code : 73951 And : 74819	
Binding Releases 6/30/81	
Title # 73951-5	309185
Title # 74819	30058
Total Releases	339243
Total Costs As of 6/30/81	$1037302 52
Unit Costs ($1,037,302.52 ÷ 339,243) =	$ 3.06

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